



CANNON BUILDING
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**STATE OF DELAWARE
REAL ESATE COMMISSION
REAL ESTATE EDUCATION COMMITTEE**

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PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday, December 6, 2018 at 9:30 a.m.

**PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware**

MINUTES FOR APPROVAL: January 3, 2019

MEMBERS PRESENT

Barbara Broadway, New Castle County, Public Member, Vice-Chairperson
Debbie Oberdorf, Kent County, Professional Member
Juli Giles, New Castle County, Professional Member
Sal Sedita, Sussex County, Professional Member
Denise Tatman, Sussex County, Public Member
Judy Dean, Sussex County, Professional Member

MEMBERS ABSENT

Michael Rushe, Kent County, Public Member, Chairperson
Maggie Scarborough, Kent County, Professional Member
Christine Steele, Sussex County, Professional Member

DIVISION STAFF

Eileen Kelly, Deputy Attorney General
Alison Warren, Administrative Specialist III

OTHERS PRESENT

Lisa Lauther

CALL TO ORDER

Ms. Broadway called the meeting to order at 9:35 a.m.

REVIEW OF MINUTES

The Committee reviewed the minutes from the November 1, 2018 meeting. Ms. Giles moved, seconded by Ms. Tatman, to approve the November minutes as written. By unanimous vote, the motion carried.

UNFINISHED BUSINESS

Request to Reconsider Application for Anthony Klemanski

The Committee discussed the request to reconsider the original application for Mr. Klemanski. Ms. Dean moved, seconded by Ms. Tatman, to approve New Licensee Modules 2 & 3. By unanimous vote the motion carried.

NEW BUSINESS

Disclosures Regarding Recruiting and Criminal History

The committee reviewed the guidelines focusing on recruiting. It was discussed that there should be a standard statement that all schools will read to the students by the 2nd class informing them that they can be part of the recruiting roster or they can opt-out. Sal Sedita will draft a statement and will be reviewed at the next meeting. There was also discussion concerning criminal history and how that may impact a student's/applicants ability to obtain a Real Estate license. Ms. Kelly will draft a criminal history statement that would be read by a student prior to signing up for the Real Estate pre-licensing class. This draft will be reviewed at the next meeting.

Review of Course Provider Application(s)

Ms. Giles moved, seconded by Ms. Dean, to recommend approval, contingent approval, denial, or tabling of the following course provider applications as noted below. By unanimous vote, the motion carried.

The CE Shop, Inc.

Discovering Commercial Real Estate **Approved**

Module(s): 6

Credit Hours: 3

Sign Here: Contract Law on E-Signatures **Approved**

Module(s): 3

Credit Hours: 3

Advocating For Short Sale Clients **Approved**

Module(s): 7

Credit Hours: 3

Breaking Barrier: Fair Housing **Approved**

Module(s): 7

Credit Hours: 3

Ward and Taylor, LLC

Ethics **Approved**

Module(s): 7

Credit Hours: 3

First Time Home Buyers – Guiding a Buyer into a First Home **Approved**

Module(s): 3

Credit Hours: 3

Understanding The Agreement of Sale **Approved**

Module(s): 3

Credit Hours: 3

Risk Management **Approved**

Module(s): 4

Credit Hours: 3

Current Issues In Agency Law **Approved**

Module(s): 5

Credit Hours: 3

Legislative Landmines **Approved**
Module(s): 5 or 7
Credit Hours: 3

Don't Let Your Sale Fall Apart(and what to do if it does) **Approved**
Module(s): 6
Credit Hours: 3

Practical Tips for Listing Agents Module(s): 6 Credit Hours: 3	Approved
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Quirks in Real Estate – Practical Solutions to Problems **Approved**
Module(s): 6
Credit Hours: 3

Differences Between DE and PA Transactions **Approved**
Module(s): 7
Credit Hours: 3

Omega Real Estate School
Ethics
Module(s): 2
Credit Hours: 3

McKissock, LLC
Educating Sellers
 Module(s): 7
 Credit Hours: 2

Approved

New Castle County Board of REALTORS
The Agony, Ecstasy & Ethics of Co-Brokering
Module(s): 2
Credit Hours: 3

Approved

Short Sale, PreForeclosure & Distressed Property
Module(s): 6
Credit Hours: 3

Ms. Tatman moved, seconded by Mr. Sedita to add Risk Management and Professional Standards courses to the agenda. By unanimous vote, the motion carried.

Risk Management **Approved**
Module(s): 4
Credit Hours: 3

Professional Standards **Approved**
Module(s): 2
Credit Hours: 3

Weichert Real Estate School
Salesperson Pre-Licensing Course **Approved**

Module(s): Pre-Licensing
Credit Hours: 99

Delaware School of Real Estate

Code of Ethics **Tabled**

Module(s): New Licensee Module 1
Credit Hours: 3

The Agreement of Sale **Tabled**

Module(s): New Licensee Module 2
Credit Hours: 3

RE Documents & Seller Representation **Tabled**

Module(s): New Licensee Module 3
Credit Hours: 3

Agent Etiquette **Tabled**

Module(s): New Licensee Module 4
Credit Hours: 3

Agency & Fair Housing **Tabled**

Module(s): 1
Credit Hours: 3

Code of Ethics **Tabled**

Module(s): 2
Credit Hours: 3

50 Shades of Contracts: An Advanced Look at the Agreement of Sale **Tabled**

Module(s): 3
Credit Hours: 3

RE Jeopardy – RE Documents **Tabled**

Module(s): 3
Credit Hours: 3

Risk Management **Tabled**

Module(s): 4
Credit Hours: 3

RE Jeopardy – Office Management **Tabled**

Module(s): 4
Credit Hours: 3

Disclosures **Tabled**

Module(s): 5
Credit Hours: 3

Current Issues in Agency Law **Tabled**

Module(s): 5
Credit Hours: 3

RE Jeopardy – RE Practices **Tabled**

Module(s): 6
Credit Hours: 3

Don't Let Your Sale Fall Apart(and what to do if it does) **Tabled**
Module(s): 6
Credit Hours: 3

Short Sales **Tabled**
Module(s): 6
Credit Hours: 3

Credit 101 **Tabled**
Module(s): 7
Credit Hours: 3

The 15 Minute Walkthrough – How Houses are Built and What Goes Wrong **Tabled**
Module(s): 7
Credit Hours: 3

InterNACHI
Saving Home Energy for Real Estate Agents **Approved**
Module(s): 7
Credit Hours: 3

Review of Instructor Applications

Ms. Giles moved, seconded by Ms. Dean, to recommend approval, contingent approval, denial, or tabling, of the following instructor applications as noted below. By unanimous vote, the motion carried.

Timothy Nally – New Application **Approved – Module 7 only**

Alan Davis – New Application **Approved**

Peter Zaby – New Application **Approved – Module 6 & 7 – Retroactively approved for Nov 7, 2018**

CORRESPONDENCE

There was no correspondence for the Committee to review or discuss.

OTHER BUSINESS BEFORE THE COMMITTEE (for discussion only)

Review of Returned CE Audit Notice Documentation

Administrative staff is working through the returned audits; review from the committee is not needed at this time.

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PUBLIC COMMENT

There was no public comment.

NEXT SCHEDULED MEETING

The next meeting will be held on Thursday, January 3, 2019 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

ADJOURNMENT

There being no further business, Ms. Broadway moved, seconded by Ms. Giles to adjourn the meeting. By unanimous vote, the motion carried. The meeting adjourned at 10:41 a.m.

Respectfully submitted,

Alison Warren

Alison Warren
Administrative Specialist III

The notes of this meeting are not intended to be a verbatim record of the topics that were presented or discussed. They are for the use of the Board members and the public in supplementing their personal notes and recall for presentations.